

## Occupation Game

Marking territory through evidence of a physical  
or recurring presence,

Acting as the gatekeeper for vital information,

Monopolizing relationships, resources, or status



## Intimidation Game

Growling, Yelling, Staring Down  
To Scare Off, or Make Threats  
(overtly or veiled)

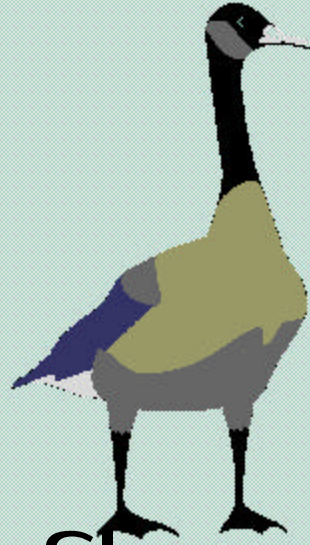


## Filibuster Game

Using excessive verbiage to prevent action,

Out-talk or “wear down” objectors,

Monopolize discussion until time runs out



## Camouflage Game

Creating a distraction,  
Emphasizing the inconsequential,  
Deliberately stimulating anxiety over  
'consequences'





# Manipulating Information Game

Withholding Information, covering up  
Putting a 'spin' on information, or  
Giving false information



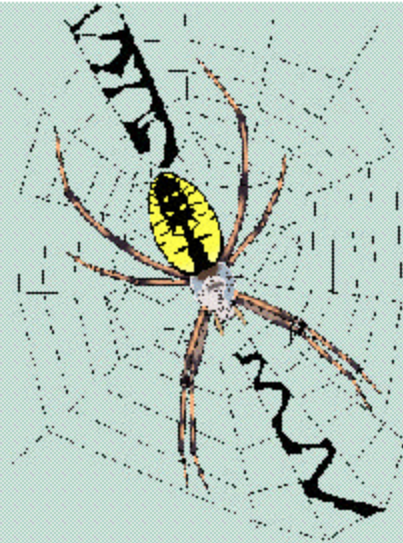
## Strategic

## Non-Compliance Game

Agreeing up-front to take actions that  
never happen,

Promising agreement simply to buy time,

Having a “silent veto”



## Invisible Walls Game

“Roadblocking” the details of implementation,  
Creating negative perceptions about a  
project

Making it very, very, difficult to proceed



## Shunning Game

Subtly or overtly excluding an individual  
from the group,

Branding an individual as an “outsider”

Withholding social acknowledgments





# Powerful Alliances Game

Using relationships to activate territorial games elsewhere

Name-dropping as a display of territory

Using relationships to threaten others



## Discredit Game

Using personal attacks or criticisms to diminish others,

Creating doubt about another's competence or credibility,

Using sweeping generalizations to negatively brand a group